Client/Server Market in the Federal Government

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The Paradigm Shift

Any perception of paradigm shift results from the emergence of enabling technology-based functions.

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Federal Government Investment

Multiple requirements push the federal government into deeper investment in client/server architectures.

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Client/Server Values

- Performance improvement
- Lower processing cost
- Improved control of operations
- Added flexibility for applications
- Interoperability
- Ease in implementation

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Focus on Network Platform

The federal client/server market perspective focuses on platforms, networks, and facilitating application packages. Future spending is consistent with this focus.

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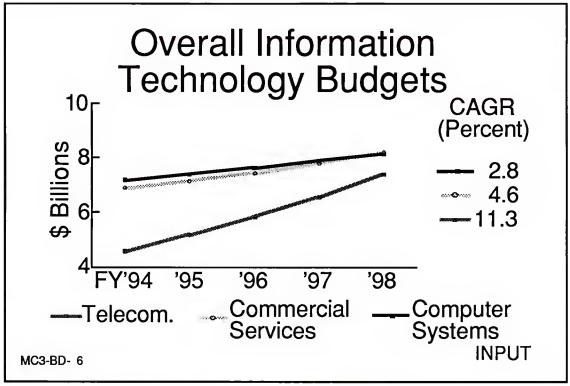

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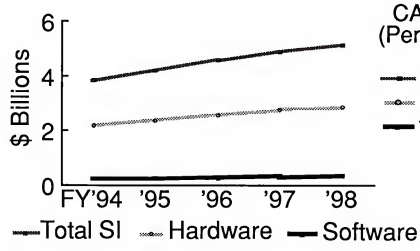
Systems Integration Budgets



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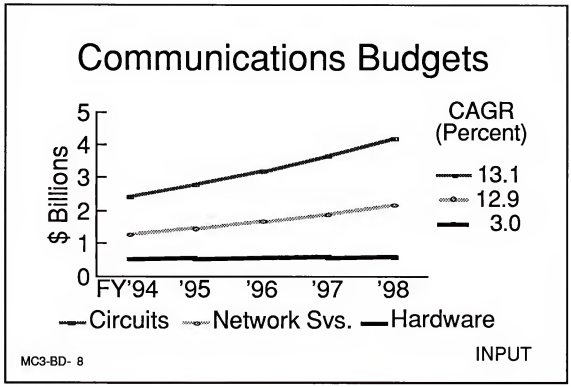

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Vendor Sales Strategies

Many strategies are available to vendors who sell to the federal government.

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Role of Mainframe

The federal government is sensitive to the role of the mainframe as a client/server platform. Networks and applications follow.

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Network Operating Systems

Networks and network operating systems are critical to effective client/server architecture but the future is unclear.

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Distributed Environments

Distributed environments in the federal government result from vastly differing processing requirements.

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Mainframe Market Share

	Percent
PCM	59.3
Unisys	23.7
Bull	5.1
CDC	3.9
All Others	8.0

Total surveyed = 1,399

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Plug Compatible Mainframe Marketshare

	Percent
IBM	78.8
Amdahl	15.3
Hitachi	5.9

Total surveyed = 829

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Functional Requirements of Applications

- Case management
- Work-flow management
- Document storage and retrieval
- Reduction/editing
- Purchasing, manufacturing, and inventory control

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Examples of Client/Server Programs

- State
- FBI
- Navy
- Army COE

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Examples of Client/Server Programs

- Library of Congress
- Air Force
- Defense

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Government-wide Initiatives

- Business Process Re-engineering
- National Information Infrastructure DMRD 918
- National Performance Review
- Deficit reduction

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Government-wide Initiatives

- Corporate Information Management
- Procurement reform
- Acquisition plans

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Interagency Programs Define Architectures

- Transportation
- Tax structure and reform
- Environmental clean-up
- Health care
- Service to the citizen

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Interagency Programs Inhibit C/S Solutions

- Complexity and training
- Lack of standards
- Loss of security
- Proprietary architectures, equipment, databases, applications
- Legacy systems

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Summary

- The federal marketplace is...
  - Large
  - Highly competitive
  - Overburdened by acquisition regulations
  - No different from the commercial market

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ROBERT W. DELLER
MANAGER, FEDERAL PROGRAM

PROFILE

CAPABILITIES

- Dr. Deller has over 25 years of experience in the information technology industry as a federal government official, U.S. government information technology market analyst and consultant, and international consultant.
- Dr. Deller is responsible for INPUT's federal program of information technology market research, custom studies, and consulting services.

BACKGROUND

- Prior to joining INPUT, Dr. Deller was Director of Market Research at Selbre Associates, Inc., with responsibility for research market data base development, custom consulting, and preparation of federal government agency profiles.
- Previously, he consulted independently to several market research firms developing market analysis reports and federal agency profiles.
- Earlier he served as Vice President of Research for Information Strategies Group where he directed information technology and market analysis services for federal government managers and information technology vendors.
- Before his market research positions, Dr. Deller was Deputy director for Information Systems at the U.S. Food and Drug Administration.

EDUCATION

- Ph.D. in Public Administration, The American University, Washington, D.C.
- M.P.A. (Management Information Systems), The American University, Washington, D.C.
- B.S. (Education), Towson University, Baltimore, Maryland

OTHER

- Dr. Deller holds a professional Certificate in Data Processing (C.D.P.).
- He is on the adjunct faculty at The American University's School of Public Affairs.
- He is a member of the Data Processing Management Association and the American Society for Public Administration.
- He is an international consultant to Aid for International Development.
- Dr. Deller Regularly contributes a column on federal procurement issues to *Government Computer News*.